

Message Text

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ACTION COME-00

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R 140325Z MAY 74

FM AMCONSUL SYDNEY

TO SECSTATE WASHDC 5405

INFO AMEMBASSY CANBERRA

UNCLAS SYDNEY 0958

E.O. 11652: N/A

TAGS: BEXP, AS

SUBJ: BID REQUEST GMR: AVIONICS AND AVIATION
SUPPORT EQUIPMENT

REF: STATE A2719

SUMMARY

POST RECEIVED FOUR BIDS ON SUBJECT GMR FROM FELL AND STARKEY, PEAT, MARWICK, MITCHELL & CO., PRICE WATERHOUSE ASSOCIATES, AND MARTIN J. STONE & ASSOCIATES. NONE HAVE DONE PREVIOUS STUDIES IN THIS FIELD BUT ALL APPEAR TO BE CAPABLE, RELIABLE FIRMS. BID PRICES RANGE FROM US DOLLARS 4500 TO US DOLLARS 9700. POST RECOMMENDS THE AWARDING OF THE CONTRACT TO PRICE WATERHOUSE BECAUSE IT SUBMITTED THE LOWEST BID, IT HAS DONE MANY SUCCESSFUL STUDIES FOR POST IN PAST, IT PROPOSES THE GREATEST NUMBER OF INTERVIEWS, AND HAS SUBMITTED THE MOST COMPLETE BID. END SUMMARY.

A. FELL & STARKEY

A-1 AUSTRALIA

A-2 DOLLARS AUST 6800 AND DOLLARS US9700.

A-3 TOTAL 38 PERSONAL INTERVIEWS INCLUDING 6 GOVERNMENT, 11 AIRLINE OPERATORS, 1 GENERAL AVIATION OPERATOR, 1 FIXED BASE OPERATOR, 2 AIRCRAFT MANUFACTURERS, 11 DOMESTIC AVIONICS
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INDUSTRY AND 6 DOMESTIC AVIATION SUPPORT INDUSTRY.

A-5 APPENDIX E INFORMATION WILL BE PROVIDED. APPENDIX F INFORMATION WILL BE PROVIDED IF POSSIBLE IN ANY OF THE 18 PRODUCT GROUPS DISCLOSED.

A-6 CIVIL AVIATION AUTHORITY AND AIRPORT ADMINISTRATION WILL BE COMBINED. FIXED BASE OPERATOR WILL BE ADDED. GENERAL AVIATION WILL BE DIVIDED INTO BUSINESS AVIATION AND OTHER. OTHER END USER BREAKDOWNS WILL BE AS LISTED IN 3.30.01.

A-7 NIL

B. PEAT, MARWICK, MITCHELL & CO.

B-1 AUSTRALIA

B-2 DOLLARS AUST 3200 AND US DOLLARS 4750.

B-3 TOTAL 30 PERSONAL INTERVIEWS INCLUDING 7 IMPORTERS, MANUFACTURERS AND DISTRIBUTORS, 3 INDUSTRY ORGANIZATIONS AND PUBLICATIONS, 2 GOVERNMENT, 3 AIRLINES, 2 SUPPLEMENTAL CARRIERS, 3 GENERAL AVIATION, 2 FIXED BASE OPERATORS, 3 MILITARY, 2 AIRCRAFT MANUFACTURERS AND 3 OTHER.

B-5 NOT SHOWN

B-6 NOT SHOWN

B-7 PMM & CO'S BURLINGAME OFFICE (FORMERLY LEIGH FISHER ASSOCIATES) SPECIALIZES IN SERVICING ALL FACETS OF THE AVIATION INDUSTRY ESPECIALLY IN PLANNING AND EVALUATION OF AIRPORTS AND AVIATION GROUND FACILITIES. LOCAL CLIENT IS ONE OF THE MAJOR FIRMS IN THE AUSTRALIAN AIRCRAFT INDUSTRY. CONSULTS TO THE TRAVEL INDUSTRY. NO NAMES OR SPECIFIC STUDIES IN AVIATION FIELD GIVEN.

C. PRICE WATERHOUSE ASSOCIATES
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C-1 AUSTRALIA

C-2 AUST DOLLARS 3020 AND USDOLLARS 4500.

C-3 TOTAL 48 INTERVIEWS INCLUDING 10 MANUFACTURERS AGENTS, IMPORTERS AND DISTRIBUTORS, 5 MANUFACTURING, ASSEMBLING AND ENGINEERING ORGANIZATIONS, 25

PRINCIPAL END USERS, 5 GOVERNMENT AND 3 TRADE ASSOCIATIONS.

C-5 DATA WILL BE PROVIDED IN AS MUCH DETAIL AS AVAILABLE BUT THERE IS A LACK OF DATA ON INDIVIDUAL AVIONICS ITEMS.

C-6 ASSESSMENT IN LINE WITH 30.31 THROUGH 30.39 APPEARS POSSIBLE BUT IF OVERLAPPING OCCURS THE APPROACH IN 3.30.03 WILL BE ADOPTED.

C-7 NONE, BUT SOME PRODUCTS COVERED IN EXPLORATION GEOPHYSICS EQUIPMENT STUDY AND MATERIALS HANDLING EQUIPMENT STUDY BOTH FOR U.S. GOVERNMENT.

D. MARTIN J. STONE & ASSOCIATES

D-1 AUSTRALIA (RECOMMEND PNG AND NEW ZEALAND BE INCLUDED)

D-2 AUST DOLLARS 3200 AND US DOLLARS 4736. (AUST DOLLARS 1350 ADDITION FOR PNG AND AUST DOLLARS 1250 ADDITION FOR N.Z.)

D-4 TOTAL 30 INTERVIEWS BUT SPECIFIC BREAKDOWN OF INTERVIEWS NOT GIVEN.

D-5 NOT SHOWN.

D-6 NOT SHOWN.

D-7 NONE.
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